

Message Text

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15

ACTION OPIC-12

INFO OCT-01 AF-10 ADP-00 EB-11 COME-00 TRSE-00 OMB-01 L-03

AID-20 /058 W

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R 301425Z JUL 73

FM AMEMBASSY NAIROBI

TO SECSTATE WASHDC 2976

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PASS OPIC

E.O. 11652: N/A

TAGS: EFIN OPIC

SUBJECT: HOLIDAY INN LOSES BPC ON PRIME SITE IN NAIROBI TO HYATT

REF: NAIROBI 1809

1. MWINA OF KTDC INFORMED EMBASSY ON JULY 27 THAT DECISION HAD BEEN MADE TO AWARD PRIME SITE AT KENYATTA AVENUE AND UHURU HIGHWAY TO HYATT HOTELS INTERNATIONAL, A CALIFORNIA CONCERN. MAINA WOULD NOT SAY WHETHER HE WAS SPEAKING ON BEHALF OF PRESIDENT KENYATTA, WHO WAS TO MAKE DECISION ON RECOMMENDATION OF O'LOUGHLIN, OR SPEAKING ONLY FOR KTDC. KTDC AND HYATT WILL WORK TOGETHER ON PROJECT, ACCORDING TO MAINA. WE INFORMED WILLIAM LEA, JR., DIRECTOR FOR AFRICA FOR HOLIDAY INNS, WHO WAS VISITING NAIROBI AT THE TIME. LEA EXPRESSED DISAPPOINTMENT BUT NOT SURPRISE. HE LATER MET WITH FONMIN MUNGAI TO PUT TOGETHER NEW PACKAGE WITH LOCAL PARTICIPANTS, OPIC, COMMONWEALTH DEVELOPMENT CORPORATION AND KTDC, AMONG OTHERS, FOR SEVERAL ALTERNATE SITES THAT HOLIDAY INNS WOULD LIKE TO DEVELOP IN NAIROBI.

2. REPRESENTATIVES OF HYATT HAVE NOT CONTACTED EMBASSY. WE UNDERSTAND THEIR PROPOSAL WAS GIVEN STRONG BACKING BY FINANCE MINISTER KIBAKI AND UDI GECAGA, SON-IN-LAW TO PRESIDENT KENYATTA.

3. IN ADDITION TO HYATT AND HOLIDAY INNS, A JAPANESE CONSORTIUM
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BACKED BY PETER KENYATTA, PRESIDENT'S FIRST SON, WAS ALSO INTERESTED

IN PRIME SITE. A NEW ENTRY WAS RAMADA INNS, WHOSE REPRESENTATIVE,
MR. SYDNEY ROSEN, VISITED EMBASSY LATE AFTERNOON JULY 27. EMBOFF
INFORMED ROSEN HE WAS APPARENTLY TOO LATE FOR BESO SITE BUT
SUGGESTED HE CONTACT KTDC ANYWAY FOR OTHER POSSIBLE SITES.
LINDSTROM

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Message Attributes

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Disposition Action: RELEASED
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30 JUN 2005

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